



July 17, 2012

2013 Coventry/AHIP Medicare Broker Training and Certification is Underway!

Certify early and get reimbursed

Complete annual online AHIP/Coventry 2013 Medicare training to get ready to sell Coventry's outstanding, value-rich Medicare Advantage and Part D products. Brokers and agents must certify annually to be eligible to sell and earn new or renewal commissions for Coventry Medicare plans.

- **Access Codes** that are required for completing AHIP registration and online certification and contracting have been released. If you need access codes or assistance, contact your upline marketing organization or your local Coventry health plan.
- A broker/agent who certifies now through 12/31/12 will receive credit for both 2012 and 2013 certification.

Save \$50: Access the AHIP/Coventry certification website directly from our broker portal and pay a reduced AHIP registration fee! (Refer below to "How to Certify.")

[Medicare Broker Portal](#)

\$100 AHIP registration fee reimbursed - You can qualify if you certify before September 30th

- Agents who certify on or before September 30, 2012, meet all ready to sell requirements and submit at least 6 Medicare Advantage or 8 Part D accepted enrollments for a January 1, 2013 effective date will be eligible for the \$100 AHIP training registration fee reimbursement from Coventry in early January.

If you have previously registered with AHIP for 2013 and successfully completed your AHIP Medicare training and testing through another carrier, Coventry does not require you to retake the AHIP Medicare Marketing Training and test and the registration fee is waived. In that case, you may proceed with your 2013 Coventry Medicare training.

Internal Use Brokers and Agents Only

Coventry product training for your local market

Your local Coventry health plan team looks forward to seeing you soon at their upcoming 2013 product training events. These events are optional, but are highly beneficial and valuable. Don't miss out - Contact a Coventry team member today!

Coventry Health Plan Contacts

"How to Certify" Tips and Reminders:

1. Log-in to the [Coventry Medicare Broker Portal](#). Be sure you bookmark it! (You can also conveniently access the broker portal from our website www.coventry-medicare.com.)
2. Sign-in to the portal as a "new" or "returning" broker.
3. On the Training and Compliance page, read/review the details and "Ready to Sell" requirements. For your convenience, there are "Quick Reference" tools, including an Overview of Certification and Contracting.
4. **When you're ready to begin 2013 training, use the link on the Training and Compliance page to directly access the AHIP/Coventry certification website.**

NOTE: For 2013, all users will need to register on the AHIP/Coventry site by selecting "Create a New Account" during their first visit to the site.

- Be sure to allow yourself ample time to take the online tests. Each testing session (e.g., attempt) has a two hour time limit. The two hours begins when a user launches the exam. If they launch it and walk away and reach the two hour limit, the exam will auto-submit and they will lose an attempt.
- In addition to the Core training an agent must also complete attestation for a specific product overview to be able to market and sell that product for 2013.
- You must successfully complete Coventry core training within three attempts and with a passing score of 90%. An agent who passes the AHIP Medicare Marketing Training but fails to certify for the Coventry core training component within three attempts will be locked out and unable to market or sell Coventry products for 2013.

QUESTIONS?

Contact your upline marketing organization. Agents who contract locally should call their local Coventry health plan. Hands-on help is also available from our Medicare Broker Services Department at 866-714-9301, 8am-6pm ET Monday - Friday or brokersupport@cvtv.com.